

# 2010 Emerging Business of the Year



## Audio / Video Concepts

Owner	Shawn Markley
Nature of Business	Audio/Video Concepts LLC
City	Ottawa
County	Franklin
Phone	785-242-1909
Business Structure	Limited Liability Company
Business Began	2007
Employees	2
KSBDC Consultant	Maggie Bornholdt



**"Maggie was very helpful with suggestions and helped us come up with a business plan to obtain the financing we needed to purchase a building, renovate, and expand inventory. Patience and persistence paid off, and along with the help of the KSBDC, we were able to get our project completed."**

**— Shawn Markley, Owner**



Shawn Markley has a long-standing passion for electronics. For 11 years prior to the opening of Audio/Video Concepts, he ran another successful company. This eventually evolved into Audio/Video Concepts, LLC, which Shawn founded in 2007. By the fall of 2009, the business had reached a growth phase necessitating an expansion of the business location. After researching new site locations, Shawn visited with his local banker, who referred him to the KSBDC.

After months of hard work with the KSBDC refining the business plan and financial projections, Shawn obtained a loan to purchase a new building. More hard work ensued renovating the new site while concurrently operating the business out of the former location. On April 14, 2010, the new location of Audio/Video Concepts had their grand opening.

Audio/Video Concepts was created on the idea of quality products, customer service, all at a fair price. Their specialty is offering package deals for home and car entertainment needs, including home entertainment (retail and installation) such as home theaters and whole house sound systems, and car sound systems. They also offer remote car start installation and window tinting. They have recently expanded their offering to include boat sound systems and attended boat trade shows during the spring and summer of 2010.

Shawn is an active member of the Ottawa, Kansas community, participating in Ottawa Area Chamber of Commerce events and sponsoring local youth teams and events. Through the business, he plans to become involved in even more community activities in the future.

**"By far, the most important factor in our success is that we take care of our customers. We always give them what they ask for, not just what we want to sell them. We are committed to making sure the job is done right the first time!"**

**University of Kansas  
Kansas Small Business  
Development Center**

734 Vermont, Suite 104  
Lawrence, KS 66044

Phone (785) 843-8844  
Fax (785) 843-8878  
<http://www.kusbdnet>